

EXHIBIT 17

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1 **Call Date:** 11/05/2018

2 **Call Duration:** 09:12

3 **Call Begin [] Call End []**

4 **Call Participants:**

5 Rick Singer

6 John

7 **File Name:** 9163848802 2018-11-05 21-33-16 11187-001

8 **Bates No.:**

9

10 JOHN: [00:00] Hey, Rick, how are you?

11 SINGER: John, where are you at?

12 JOHN: I'm in Texas. I'm in Dallas heading back to Houston
13 tonight. Had a big dinner meeting here with another
14 client.

15 SINGER: OK.

16 JOHN: Flying back. I'm back in the US. I came in from,
17 uh, Saudi Arabia was last week.

18 SINGER: And how was it?

19 JOHN: Uh, interesting. It's -- a lots different. You
20 know, things are, you know... Have you been to Saudi
21 Arabia before? It's -- it's pretty dry and stiff. You
22 know, both no liquor and not a lot of fun. But it's even
23 a bit more somber these days with the whole Khashoggi

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1 SINGER: Yeah, because the UCs are due November 30th. USC is
2 due November 30th, all that. So -- but let me give you an
3 update.

4 JOHN: OK.

5 SINGER: So, um, we got the Stanford spot. They want to know
6 if you want it because I have to pay the coach, um, right
7 away. Harvard I'm working through to try to get us 1 or
8 2 spots. It will not happen for several months before I
9 even know anything because --

10 JOHN: Mm-hmm.

11 SINGER: -- they are still working... You know, the kids
12 from this year haven't even been admitted. And then I'm
13 working on a second spot at Stanford. So the sailing
14 spot that we have, [02:00] that we'll pay the coach, um,
15 he doesn't care if it's a sailor or not.

16 JOHN: OK.

17 SINGER: He doesn't care one bit. One bit. So it could be
18 whatever we want. Um, but again, I got to let him know
19 if we want that.

20 JOHN: OK. How soon is that? What's his -- his deadline
21 because I thought we'd wait until -- not wait but we'd
22 have until like the fall or something. Or until like the
23 spring (inaudible).

24 SINGER: Well, not until the fall because --

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1 coach less and give you the million. Because I'd like to
2 stay around 1,500,000 to 1,700,000 overall at Stanford.

3 JOHN: For 2 slots you're saying?

4 SINGER: Correct, [05:00] correct.

5 JOHN: Is it some other coach? How does that work for him?
6 Does he -- is he screwing his colleague? Or (laughter) I
7 don't know how that works. He gets the lion's share and
8 someone else gets less?

9 SINGER: No, so what happens is -- it's like... I'll give
10 you an example. Like women's lacrosse is always looking
11 for help. Women's fencing, looking for help. This --
12 immediately they give us a spot, guaranteed spot, you --
13 we pay the coach, we get it done, and the other spot so I
14 can get 2. That's my goal.

15 JOHN: OK.

16 SINGER: But I'm going to -- but he wants to know where he
17 stands. That's why I'm going to have that conversation
18 with him in the next day or so.

19 JOHN: Right.

20 SINGER: At the same time --

21 JOHN: (inaudible) helping (inaudible) --

22 SINGER: -- I'm working on how --

23 JOHN: -- three-quarters of a million this year,
24 (inaudible) this year. Period. And that's it. And

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1 then, you know, the rest you have to just, you know --

2 that's it for --

3 SINGER: Well --

4 JOHN: -- 2 years (inaudible).

5 SINGER: Well, that could be. I -- I will try to get him to
6 do that.

7 JOHN: Does he -- does he have time sensitivity on this

8 stuff or no, he doesn't really care?

9 SINGER: He does because he wants to figure out his

10 recruiting plan. So --

11 JOHN: Well, they (inaudible) money. I know (inaudible)
12 because he got slots. [06:00] So there's 2 dimensions.

13 You've got the slot dimension, which he wants to make
14 sure he fills out and gets real competitive people for
15 the other slots.

16 SINGER: Correct.

17 JOHN: So then there's the -- the -- the value of money.

18 Does he care about budget this year versus next year?

19 SINGER: No.

20 JOHN: You mentioned --

21 SINGER: No. Because we've already taken care of him for
22 this year.

23 JOHN: He had the little small immediate need of 125, not a
24 big deal.